

## Message Text

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PAGE 01 STOCKH 01296 111117Z

11

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
----- 087990

R 101046Z MAR 76  
FM AMEMBASSY STOCKHOLM  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 6983  
AMEMBASSY BRUSSELS  
AMEMBASSY LONDON

UNCLAS STOCKHOLM 1296

COMMERCE ALSO PASS R. PAAPE

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: PRIVATE TRADE OPPORTUNITY

1. 401/01/PO172
2. 03/06/76
3. TRUMME
4. 401 SWEDEN
5. DM
- 6A. REPLY TO --
- 6B. MR. SORLING
- 6C. KENSOR MARKETING AB  
STORA NORREGATAN 21  
S-272 00 SIMRISHAMN
7. CABLE: N/A TELEX: N/A TEL: 0414/131 00
9. 100
10. DESCRIPTION

3559585-0050 HIGHLY AUTOMATED SPECIAL MACHINERY TO PUT  
CLOTH OF SYNTHETIC FIBER ON TUBES FOR THE  
MANUFACTURE OF PAINT ROLLERS. EST. VALUE:  
\$12 - 50 THOUSAND.

A LARGE INVESTMENT COMPANY, WHICH AT THIS STATE WISH TO  
REMAIN ANONYMOUS, IS STARTING A PLANT TO MANUFACTURE PAINT  
ROLERS SIMILAR TO ROLLERS MANUFACTURED BY WOOSTER BRUSH.

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THE COMPANY PLANNED TO BUY THIS MACHINERY FROM SEEMS, A

CANADIAN MANUFACTURER, BUT JUST LEARNED OF A MORE MODERN AND HIGHLY AUTOMATED MACHINE AVAILABLE ON THE US MARKET. MR. SORLING NEEDS THE NAME AND ADDRESS OF THE MANUFACTURER EXTREMELY URGENTLY. THE MACHINE WAS EXHIBITED AT A TRADE FAIR IN NEW YORK LAST OCTOBER. THE MANAGING DIRECTOR AND THE TECHNICAL DIRECTOR OF THE SWEDISH FIRM WILL THEN IMMEDIATELY VISIT THE US SUPPLIER.

KENSOR MARKETING AB ACTS AS A CONSULTING AND MARKETING FIRM FOR THE SWEDISH COMPANY. MR. SORLING'S TRADE REFERENCE IN THE US IS MR. LAGE JONSSON, TRELLEBORG RUBBER CO. INC., 30700 SOLON INDUSTRIAL PARKWAYS, SOLON, OHIO 44139, TEL: (216) 248-8600, TELEX: 980282

SINCE THE PROSPECTS FOR A SALE ARE EXCELLENT, IF THE RIGHT SUPPLIER IS FOUND, THE DEPARTMENT'S ASSISTANCE WOULD BE MUCH APPRECIATED.  
STRAUSZ-HUPE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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